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U.S. Army Materiel Command

Partnering For Success
13 February 2001



AMC-Army Readiness Command - Serving Every Soldier Every Day

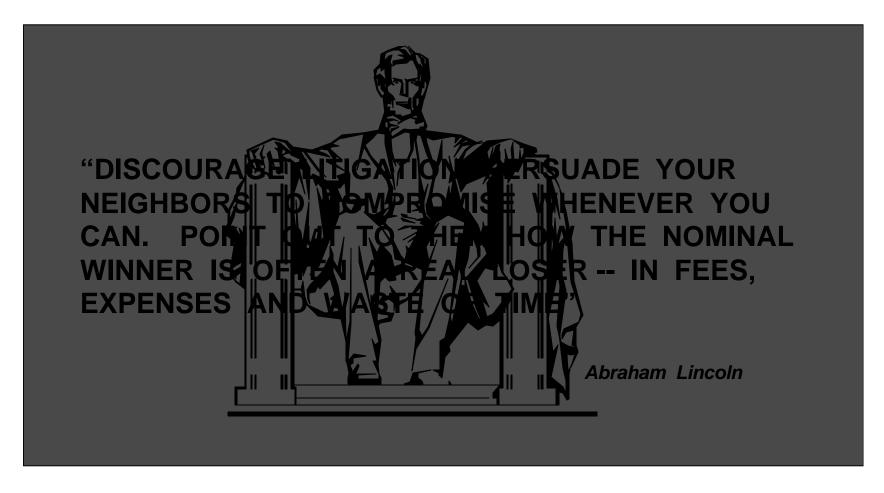
# LITIGATION . . .





# PROTEST DOCUMENTATION "5 Tons of Paper"

# ALTERNATIVE DISPUTE RESOLUTION



# PARTNERING GUIDE

**U.S. Army Materiel Command** 

# **Partnering for Success**



A Blueprint for Promoting Government-Industry Communication & Teamwork

### KEY ELEMENTS OF PARTNERING

- COMMITMENT AND LEADERSHIP
- "PARTNERING CHARTER" OBJECTIVES
- COMMUNICATION THE HEART OF THE PROCESS
- ISSUE ESCALATION
- ALTERNATIVE DISPUTE RESOLUTION PROCESS (ADR)
- TEAM ROLES AND INDIVIDUAL RELATIONSHIPS
- JOINT PERIODIC EVALUATION

## BENEFITS OF PARTNERING

- IMPROVED CONTRACT PERFORMANCE -(QUALITY, TIMELINESS AND COST)
- POSITIVE BUSINESS RELATIONSHIPS
- TIMELY RESOLUTION OF PROBLEMS
- REDUCTION OF LITIGATION AND WASTED RESOURCES

# AMC PARTNERING FOR SUCCESS PROGRAM

### WHAT WE'VE DONE ...

- ✓ DEVELOPED AND TESTED PARTNERING MODEL
- **✓ PUBLISHED AMC GUIDE**
- ✓ ESTABLISHED AND TRAINED NETWORK OF 100 CHAMPIONS
- ✓ CONDUCTED 18 PARTNERING WORKSHOPS (ROADSHOW 7)
- ✓ CONTRACTED FOR PROFESSIONAL FACILITATORS
- ✓ CONVENED LEAD PARTNERING CHAMPIONS WORKSHOP TO EVALUATE IMPLEMENTATION
- ✓ DEVELOPED INVENTORY AND SELF-ASSESSMENT

### **U.S. Army Materiel Command**

# PARTNERING I MPLEMENTATION A SSESSMENT TEAM



REPORT & BRIEFING December 15, 2000

**Prepared by: Office of the Command Counsel** 

### **PIAT Members:**

Edward J.Korte, Command Counsel Sallie Flavin, ADCSRDA-A,C & PM Stephen A. Klatsky, Assistant Command Counsel



# PIAT MSC On-Site Program Reviews

### **CECOM**

Wholesale Logistics Modernization Program (LOGMOD)
Combat ID Dismounted Soldier (CIDDS)
Joint Tactical Terminal (JTT)

### **AMCOM**

MLRS Overarching Partnering Agreement Improved Cargo Helicopter (ICH) T-55 Engines MPIM/SRAW

### **TACOM**

Installation Support Armored Security Vehicle (ASV) M1000 Semitrailer (HETS) Trailer Team Abrams Partnership (TAP)

### **STRICOM**

Miles 2000

Aviation Combined Arms Tactical Trainer (AVCATT)
Live Training (Life Cycle Contractor Support

### **OSC**

XMAT JACADS Hydra 70

# Significant PIAT Findings

- Partnering Works
- Commitment is there...must be reinforced
- AMC Partnering Guide effective
- Corporate Partnering Agreements
- Cost of Partnering Workshops may be a barrier
- Lead Partnering Champion (LPC) network is essential
- Changing personnel challenges the Partnered arrangement
- Partnering training needed
- The PEO/PM community is an untapped resource for Partnered arrangements
- Recognizing and awarding Partnering efforts

# Plan of Action 2001 Approved by AMC Commander

- CG Memorandum RE: Implementation
- Update AMC Partnering For Success Guide
- Lead Partnering Champion Workshop
- Local Partnering Training Curriculum
- Videotape For New Personnel
- Funding For Partnering Facilitators
- Partnering In Acquisition School Curriculum
- AMC Partnering Awards Program